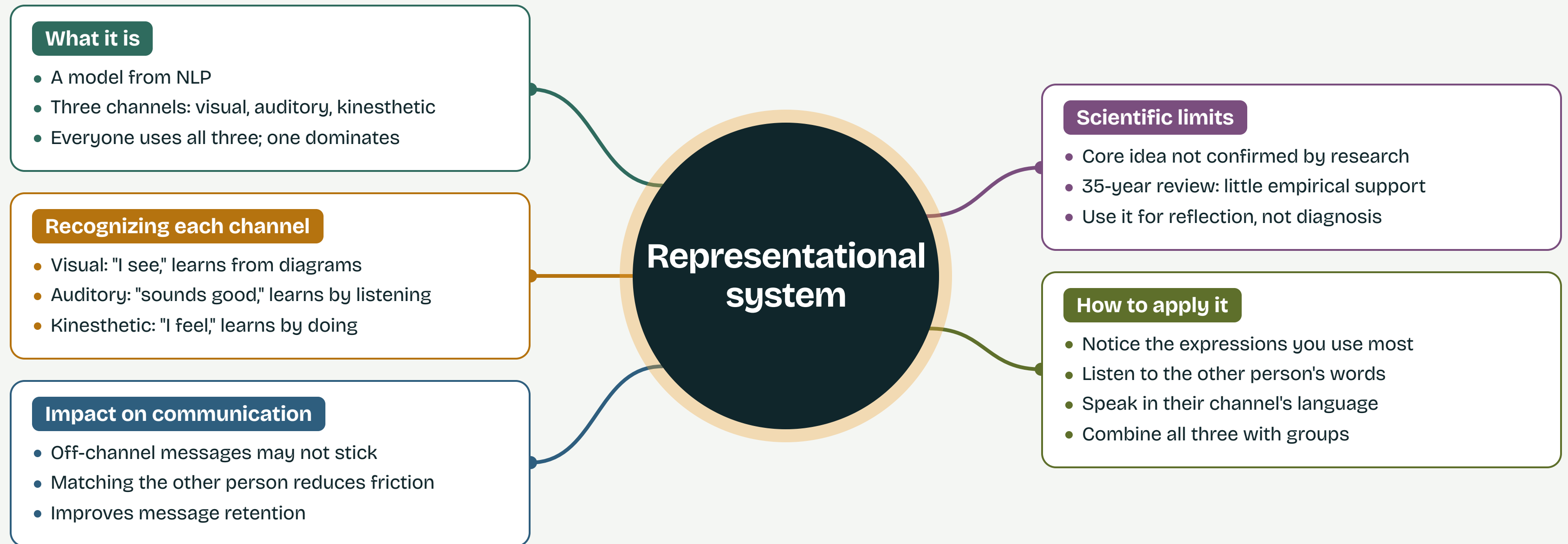


Representational systems: images, sounds, or feelings?



Action plan

1

Notice the expressions you use most in everyday conversation

2

Listen for whether others say I see, I hear, or I feel

3

Adapt examples with images, explanations, or hands-on practice to their channel

4

Combine all three channels when speaking to groups

5

Use the model for reflection, never to label people

Key takeaway

Noticing how others process the world makes your message clearer; use it as a lens, not a label.